

Figure 1

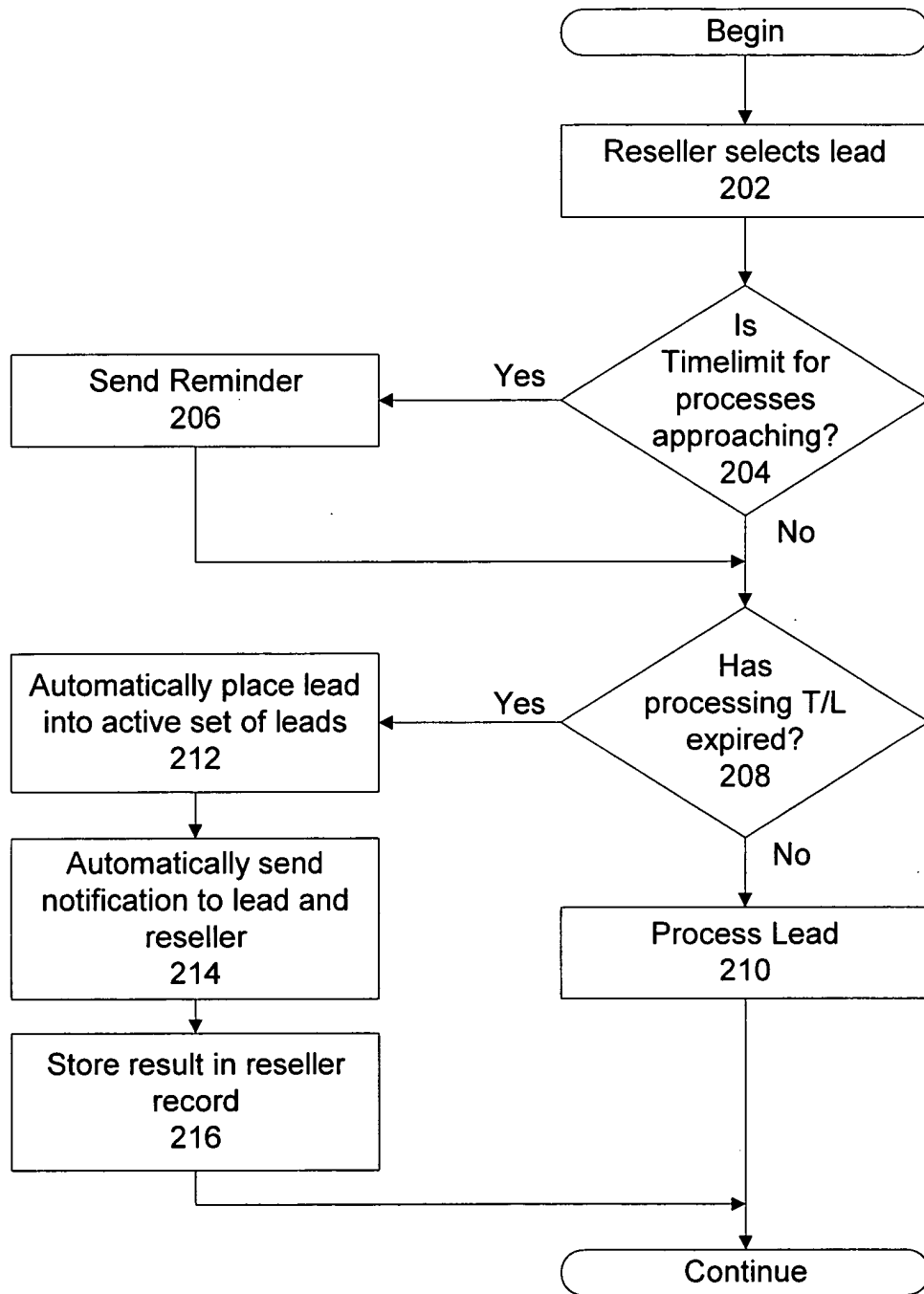


Figure 2

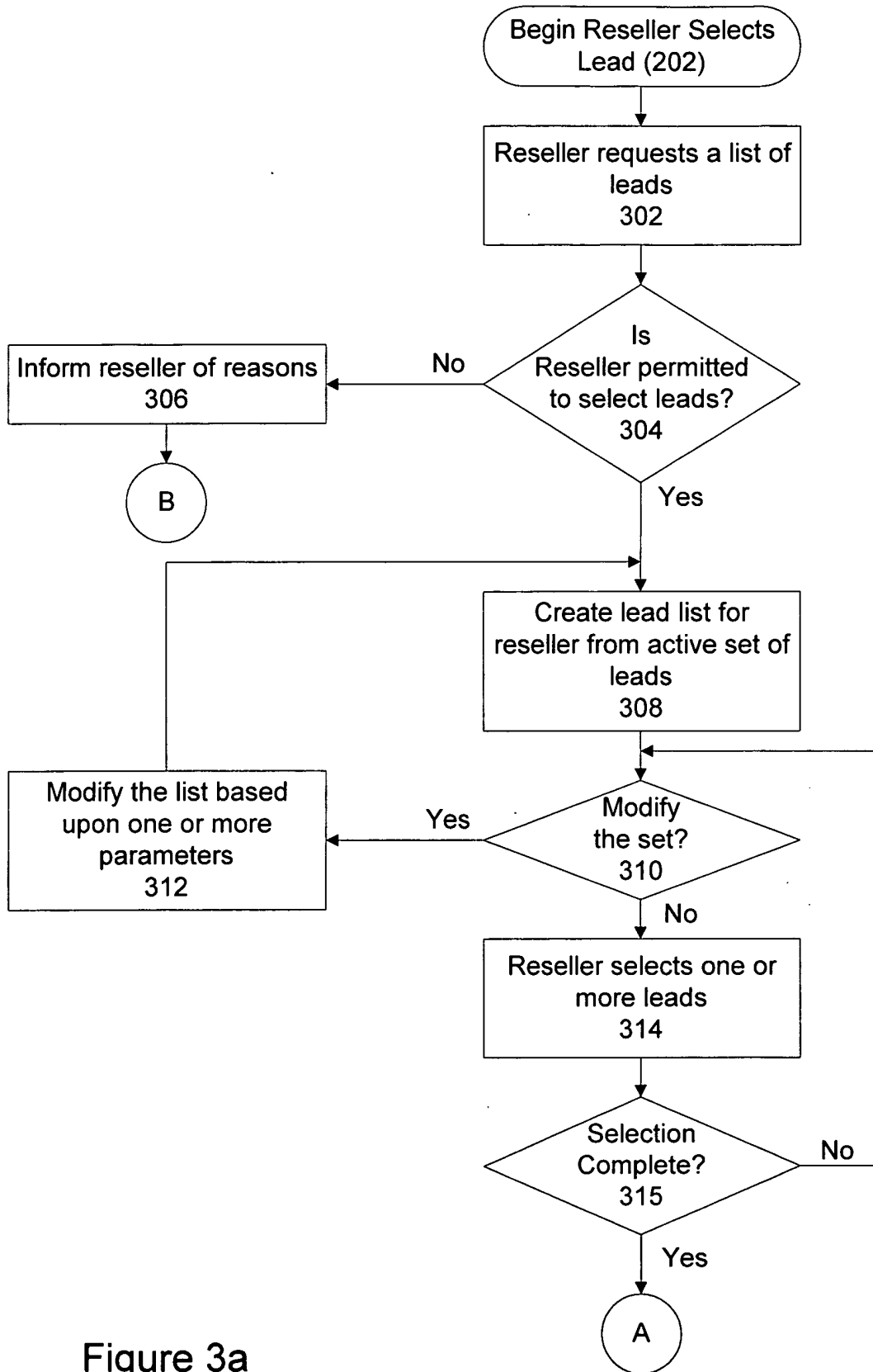


Figure 3a

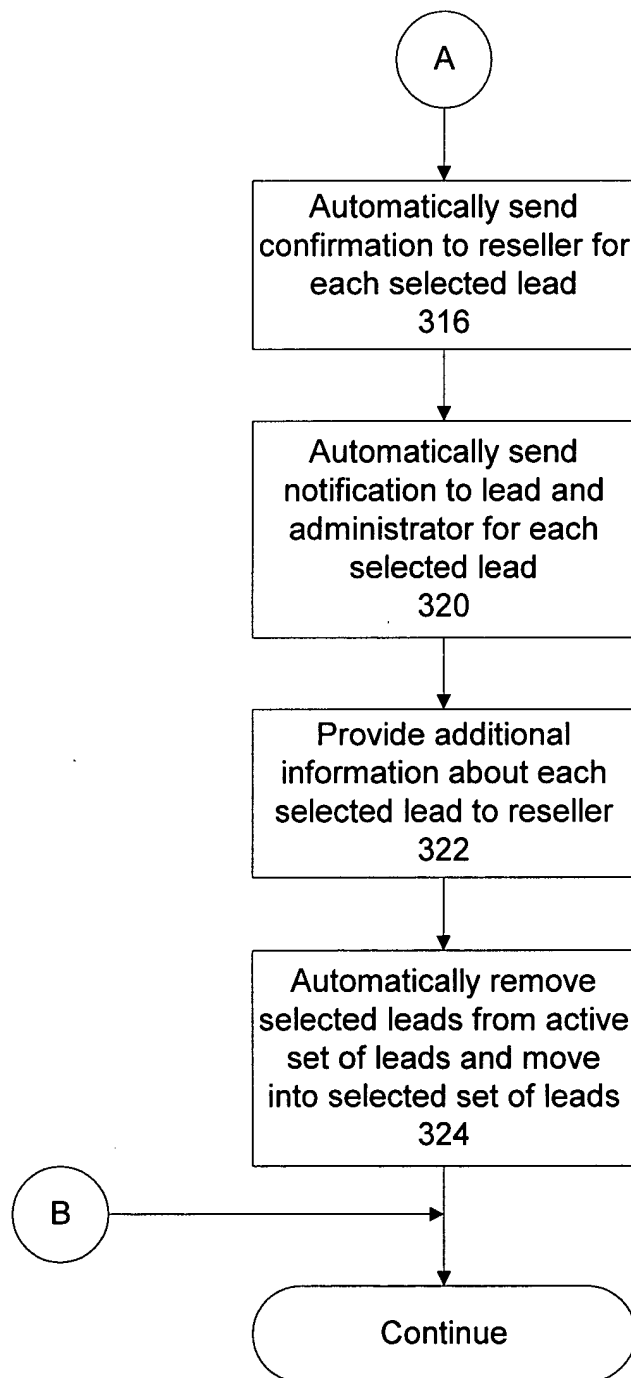


Figure 3b

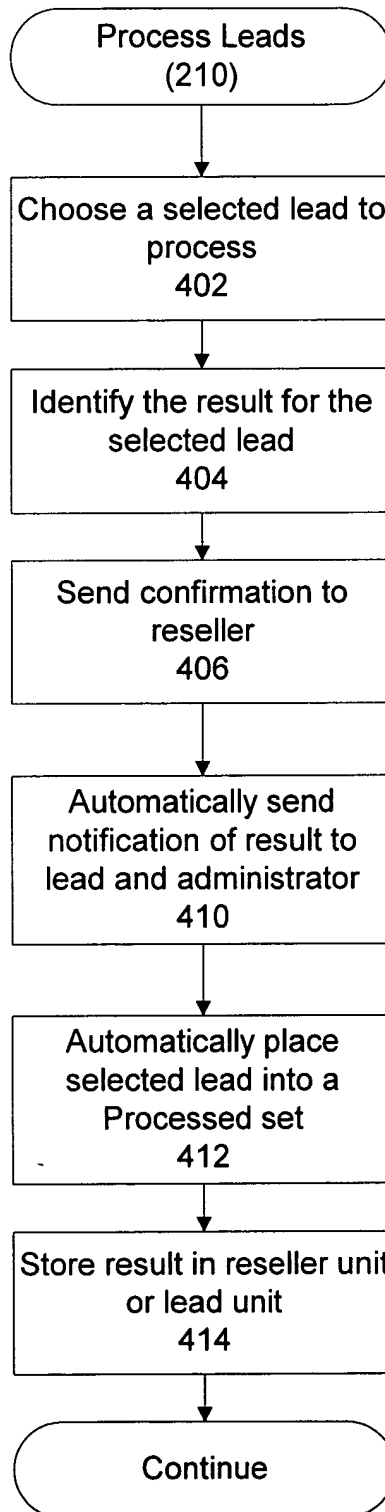


Figure 4

LeadSource1

⌂ ✉ ? B2B 5

Internet
2000

Web Development Corp., Welcome to LeadSource1.

Please select an option from the menu on the left.

- Select
- Active Leads
- Feedback
- Reports
- Account
- Help
- Logout

- Select:** Select new leads.
- Feedback:** Provide feedback on leads you have already selected.
- Reports:** View or print statistics about your sales leads, including active and closed leads.
- Account:** View and/or update your account information.
- Help:** More information about this system.
- Logout:** Logout of this working session.

FIGURE 5

LeadSource1

Internet
2000

Home Mail ? B2B 5

Available Leads for Web Development Corp.

Quick Search:

search

[reset search](#)

You have 4 active leads. You may select up to 6 more leads.

Date ▲▼	Company ▲▼	City ▲▼	State ▲▼	Zip ▲▼	Vendor ▲▼	Product ▲▼	Select
09-Feb-2000	Custom Computer Services	Louisville	KY	40222	Ipswitch	IMail Server	<input type="checkbox"/>
09-Feb-2000	KTECH	Vandalia	OH	45377	Ipswitch	IMail Server	<input type="checkbox"/>
09-Feb-2000	Integrity Online	Hesperia	CA	92345	Ipswitch	IMail Server	<input type="checkbox"/>
09-Feb-2000	Westworld Communications,	Chatsworth	CA	91311	Ipswitch	IMail Server	<input type="checkbox"/>
09-Feb-2000	Custom Home Automation	Wixom	MI	48393	Ipswitch	IMail Server	<input type="checkbox"/>
09-Feb-2000	Auction Live TV Inc.	St. Louis	MO	63033	Ipswitch	IMail Server	<input type="checkbox"/>
09-Feb-2000	Pc3	Brighton	CO	80601	Ipswitch	IMail Server	<input type="checkbox"/>
09-Feb-2000	DIGITAL2	H. P.	IL	60035-1076	Ipswitch	IMail Server	<input type="checkbox"/>
09-Feb-2000	Kritech	Oklahoma City	OK	73170	Ipswitch	IMail Server	<input type="checkbox"/>
09-Feb-2000	Berlos Inc.	Baltimore	MD	21219	Ipswitch	IMail Server	<input type="checkbox"/>
09-Feb-2000	DIGITAL2	H. P.	IL	60035-1076	Ipswitch	IMail Server	<input type="checkbox"/>

FIGURE 6

LeadSource1

Internet
2000

Home Mail ? B2B 5

Leads Selected for Web Development Corp.

Here are the leads you have selected from our database. Click on a company name to display detailed information about that lead. Click on "view email" to see copies of the email sent to the lead and to you."

Company	Product	City	State	
KTECH	IMail Server	Vandalia	OH	view email
eagle computers	IMail Server	Kent	WA	view email

A customized email has been sent to each company indicating that you will be contacting them shortly to discuss their interest.

FIGURE 7

LeadSource1

Internet
2000

⌂ ✉ ? B2B 5

Active Lead Detail

Company: KTECH
Address1: 1244 CRESTWOOD HILLS DRIVE
City: Vandalia
State: OH
Zip: 45377
Country:
Company Website:

Contact Name: Khamla Ramont
Contact Title:
Phone Number: +1 (781) 898-0053
e-mail: enduser@internet2000.com

Vendor: Ipswitch
Product: IMail Server
Lead Generated: 09-Feb-2000
Lead Selected: 22-Feb-2000

FIGURE 8

LeadSource1

Internet
2000

Home Mail ? B2B 5

Sales Lead Feedback

Leads Currently Selected by Web Development Corp.

You have 6 active leads.

Selected ▲▼	Generated ▲▼	Company ▲▼	Product ▲▼	Status	Days Left ▲▼
18-Feb-2000	09-Feb-2000	<u>CNC Technologies</u>	IMail Server	No Interest ▼	11
18-Feb-2000	09-Feb-2000	<u>PC SAMS LLC</u>	IMail Server	▼	11
18-Feb-2000	09-Feb-2000	<u>ADG</u>	IMail Server	Purchased ▼	11
22-Feb-2000	09-Feb-2000	<u>NA</u>	IMail Server	▼	14
22-Feb-2000	09-Feb-2000	<u>KTECH</u>	IMail Server	Project ▼	14
22-Feb-2000	09-Feb-2000	<u>eagle computers</u>	IMail Server	▼	14

FIGURE 9